North America | Europe | Asia-Pacific

## GMO

### Milwaukee County Employees' Retirement System

February 10, 2010

Tom Rosalanko Carolyn Van Putten Presentation

### Agenda

- Overview of GMO
- International Equity Strategies Review
- Performance Update and Market Outlook
- Appendix



### **GMO Overview**



**GMO's Edge:** We blend proven traditional judgments with innovative quantitative methods, to find undervalued securities and markets.

**Success Factors:** Discipline, value orientation, investment research, risk control, size limitation.

**Motivation/Focus:** Private partnership founded in 1977; investment management is our only business.

GMO has a low turnover of investment professionals. **Stability:** 

**Current Scale:** \$107 billion of assets under management:

**Equities:** \$95 billion (\$64 billion non-U.S.)

Fixed Income: \$12 billion \$8 billion Absolute Return\*: Asset Allocation\*: \$33 billion

More than 100 investment professionals and over 500 employees worldwide.

<sup>\*</sup> Asset allocation and absolute return assets are accounted for within underlying strategies and should not be double-counted.



Represents assets from both GIPS and non-GIPS compliant firms. There are two GIPS compliant firms. The first is Grantham, Mayo, Van Otterloo & Co. LLC ("GMO"), an independent investment adviser registered under Investment Advisers Act of 1940. GMO's accounts are managed by investment management offices in Boston, MA and Berkeley, CA. GMO has total assets of \$97,456,127,388. The second firm is defined as GMO UK Limited. GMO UK was established to manage mandates primarily for UK and other European clients. GMO UK is authorized and regulated by the Financial Services Authority in the United Kingdom. GMO UK firm assets are \$3,637,997,238.

### Representative Clients

#### **International Organizations**

World Bank

#### **Endowments**

Appalachian Mountain Club

Babson College

Baylor College of Medicine

**Baylor University** 

Berklee College of Music

Boston College Boston University Carnegie Institute

Carnegie Institution of Washington Christian Theological Seminary

College of William and Mary

Columbia University

Dartmouth College University of Delaware

Duke University

Dwight Hall at Yale

The George Washington University

University of Hartford

Juilliard School

Kansas University
Lawrenceville School

Lehigh University

University of Michigan Middlebury College

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Mills College

UNC at Chapel Hill

Northwestern University

Norwich University

Phillips Exeter Academy

Pomona College

Princeton University
University of Rochester

Santa Clara University

Southern Methodist University

Spelman College

Stanford University Swarthmore College

Vanderbilt University

Vassar College

University of Virginia

Wellesley College

Woods Hole Oceanographic

Yale University

#### **Public Funds**

CalPERS

State of Connecticut

City of Fairfax, VA

Illinois Teachers' Retirement System

Mass PRIM

Milwaukee County Empl. Ret. System

State of Wisconsin Investment Board

City of Richmond

San Francisco City & County

Virginia Retirement System

Washington State Investment Board

#### Sub-Advisory

AXA

John Hancock

Marks & Spencer

#### **Pension Funds**

Inwood House

Andersen Corporation Merck
APL Limited Millipore

BAE Systems
National Bank of Canada
BASF Corporation USA
National Geographic Society

The Boeing Company
Cargill
NiSource
Centrica
ContiGroup
Corning
NRECA
PepsiCo

Dominion Resources Philips Electronics North America

Dow Chemical PME (Bedrijfstakpensioenfonds Metalektro)

Electronic Data Systems Praxair, Inc.
FMC Corporation Rolls-Royce
John Hancock Sidley & Austin

Harbor Capital Sprint
Herman Miller SunSuper
John Laing Verizon
Lockheed Martin Whirlpool

#### Foundations and Cultural Institutions

Abell Foundation Kresge Foundation
Africa-America Institute MacArthur Foundation
Boston Foundation May o Foundation

California Academy of Sciences Metropolitan Museum of Art Edna McConnell Clark Foundation Metropolitan Opera

The Cleveland Foundation
Colonial Williamsburg Foundation
Commonwealth Fund
Nathan Cummings Foundation
Regenstrief Foundation

Geraldine R. Dodge Foundation Rochester General Hospital Foundation

Doris Duke Charitable Foundation
Father Flanagan's Foundation
Fetzer Institute
Guggenheim Foundation
Hewlett Foundation
Wallace Foundation
Hilton Foundation
Wenner-Gren Foundation



World Wildlife Fund

### **GMO Investment Strategies**

Current Status: Open Canacity Constrained

#### **U.S. Equities** U.S. Core **Tobacco-Free Core U.S. Intrinsic Value** Quality U.S. Growth U.S. Small/Mid Cap Value U.S. Small/Mid Cap Growth

**Real Estate Investment Trusts** 

Tax-Managed U.S. Equities



### Emer Emer Emer

<u> </u>	l
Emerging Equities	UK Equities
ging Markets	UK Value
ging Countries	UK Core
ging Illiquid	UK Income

Core Plus Bond
Inflation Indexed Plus Bond
Short-Duration Investment
U.S. Treasury
International Bond
Currency Hedged International Bond
Global Bond
Emerging Country Debt
Emerging Country Local Debt Investment <sup>1</sup>
Asset Allocation Bond
Alternative Assets
Forestry
Alternative Asset Opportunity

**Fixed Income** 

Core Plus Bond

	Capacity Constraine Closed
	Absolute Return Long/Short
Γ	Aggressive Long/Short
Γ	Tactical Opportunities
Γ	Pan-European Long/Short
	Emerging Country Debt Long/Short <sup>1</sup>
	Currency Hedge <sup>1</sup>
L	Fixed Income Hedge <sup>1</sup>
L	Emerging Currency Hedge <sup>1</sup>
	Mean Reversion <sup>1</sup>
	Global Tactical <sup>1</sup>
	Short Term Market Opportunities
	Completion
	Multi-Strategy¹ (combination of strategies above)
	Alpha Only
	Tax-Managed Absolute Return¹

Asset Allocation						
U.S. Equity Allocation	International Developed Equity Allocation	International All Country Equity Allocation	Global Developed Equity Allocation	Global All Country Equity Allocation		
Global Balanced Allocation vs. benchmark of 65% stocks, 35% bonds	Tax-Managed Global Balanced <sup>1</sup>	Real Return Global Balanced Asset Allocation¹ vs. benchmark of 60% stocks, 20% bonds, 20% cash	Global Allocation Absolute Return vs. target of +5% real return per year	GMO Real Return Asset Allocation Fund		

**Global Equities** 

**Australian Equities** 

**Australian Small Companies** 

**Australian Long/Short Equity** 

Australian Market Neutral

Global Active<sup>1</sup>

**Global Equity** 

World ex-UK

World ex-Australia

**Australian Equities** 

(Int'l Active Strategy)



<sup>&</sup>lt;sup>1</sup> Privately offered and available only to qualified purchasers. Call GMO for further information.

### **GMO** Quantitative Equity

#### Investment team

Lead Portfolio Managers						
U.S.	Quality	Global	International			
Sam Wilderman (14) Co-Head	Chuck Joyce (12)	Anthony Hene (15)	Tom Hancock (14) Co-Head			
	Portfolio Manage	ment & Research				
Chuck Taylo Tara Oliver (* Ty Cobb (13) Leanne Kunz Mark Ingham Seth Glattste Donna Murpl Anthony King John Breedis	Naser Ba Lucas Wi Z (11) Neil Cons David Co Sin (9) Sam Klar hy (8) Tom Bok G (8) Martin Ta Kenvor C	shir (5) hite (4) stable (4) wan (4) (4) (3) arlie (3) cothey (3)	Paul Wang (2) Eric Liu (2) Justin Ashmall (1) Jeffrey Leong (1) Robert Park (1) Prasun Agarwal (1) Chris Fortson (<1) Doug Francis (<1)			
Joe Stein, Jr. (7) Hassan Chowdrhy (3)  Portfolio Trading						
John Mann, Malica Arond Brian Smith Julie Coady	owitz (18) Jason Jo Chris Sno	hnson (11)	Amit Tamba (8) Mike Murphy (7) Ryan Rouillard (6)			

Note: Numbers in parentheses = Years at GMO



### International Equity

Investment philosophy and approach

**Fundamental Value Matters** 

**Quality Is Worth a Premium** 

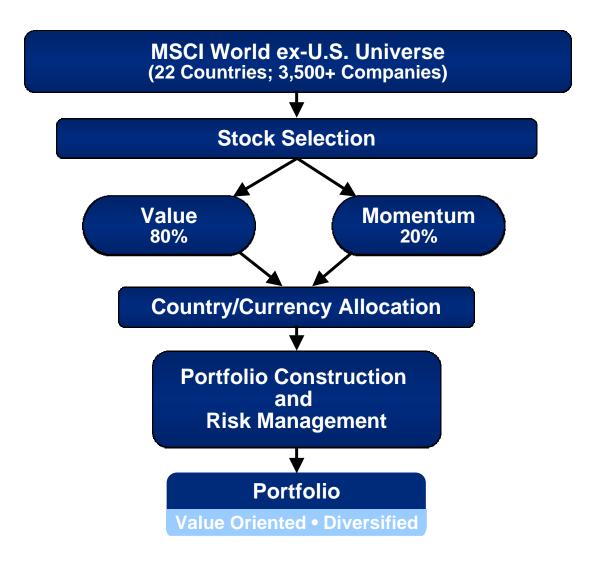
**Momentum Complements Value** 

**Quantitative, Not Quant** 



### **Investment Process**

#### International Intrinsic Value Strategy





### What Is a Quality Company?

Large cap examples

# Great "franchises" all possess these characteristics.

- High profitability
- Stable profitability
- Low leverage

#### **High Quality**

Nestle

**Total** 

Roche

**Novartis** 

GlaxoSmithKline

Astrazeneca

**British American Tobacco** 

**BG** Group

Tesco

Sanofi-Aventis

Diageo

Unilever

SAP

Research in Motion

Danone



## International Intrinsic Value Strategy Portfolio Construction: Preserving Best Investment Ideas

Each discipline holds a focused sub-portfolio of the most attractive stocks

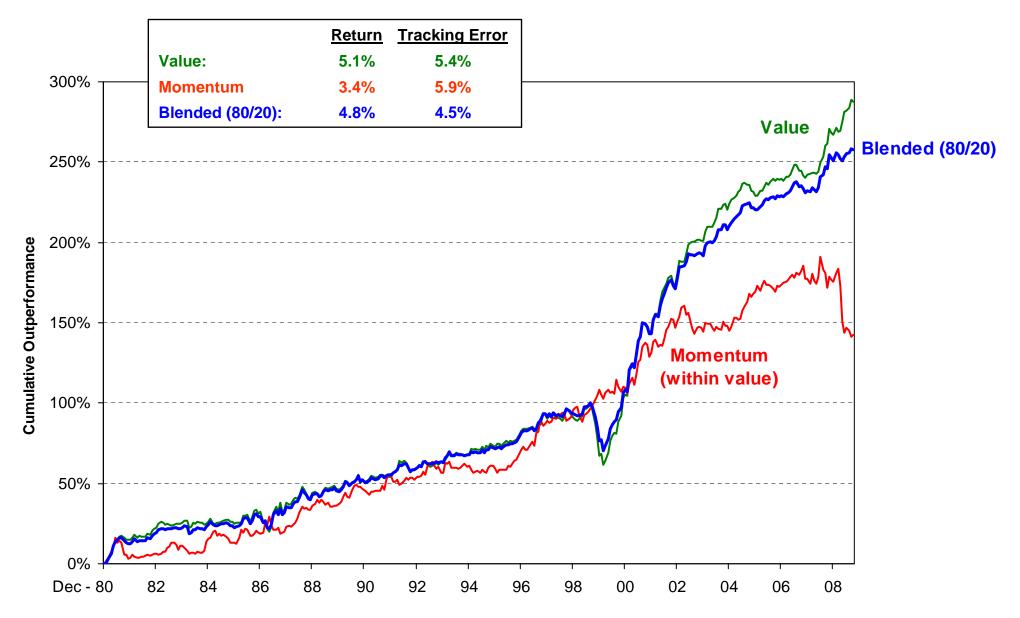
**Client Portfolio** 

#### **Quality-**Intrinsic Value **Momentum Adjusted Value** (40%)(20%)(40%)GlaxoSmithKline **Royal Dutch Shell A** Banco Santander **GlaxoSmithKline** Sanofi-Aventis Commonwealth Bank AstraZeneca Standard Chartered Novartis Roche Eni Xstrata **Royal Dutch Shell A BNP Paribas** Credit Suisse

Highlighted stocks represent companies ranked highly by more than one discipline. Those stocks represent larger positions in the portfolio.



## Blending Value and Momentum Has Lowered Benchmark Risk



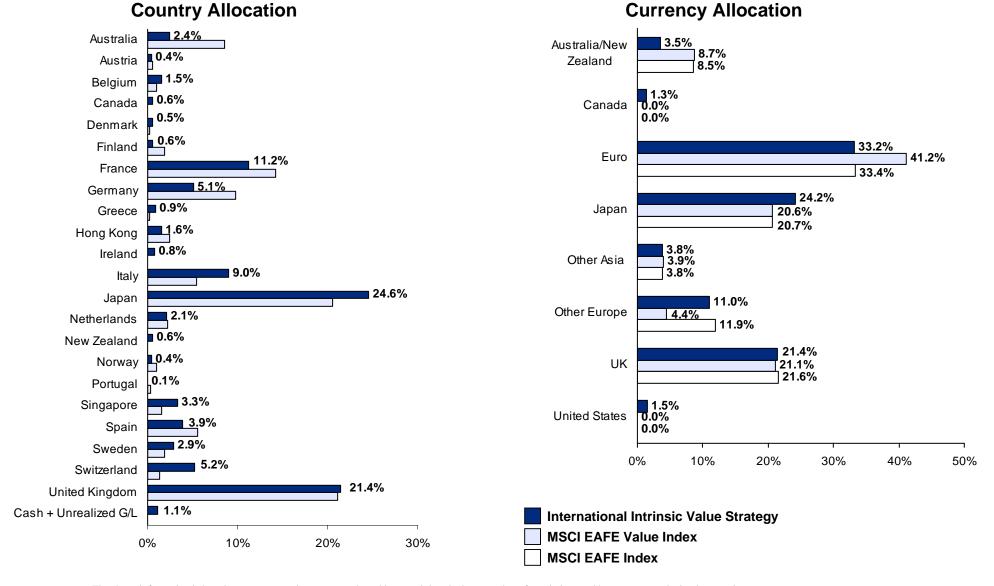


### Top 15 holdings as of December 31, 2009

			% of
	Country	Sector	Equity
GlaxoSmithKline PLC	United Kingdom	Health Care	3.3 %
Royal Dutch Shell PLC	United Kingdom	Energy	2.7
Sanofi-Aventis S.A.	France	Health Care	2.6
Novartis AG	Switzerland	Health Care	2.3
AstraZeneca PLC	United Kingdom	Health Care	2.2
ENI S.p.A.	Italy	Energy	1.9
Banco Santander S.A.	Spain	Financials	1.8
BNP Paribas S.A.	France	Financials	1.7
Barclays PLC	United Kingdom	Financials	1.6
Nissan Motor Co. Ltd.	Japan	Consumer Discretionary	1.4
Unicredito Italiano Spa Ord	Italy	Financials	1.3
ING Groep N.V.	Netherlands	Financials	1.2
Vodafone Group PLC	United Kingdom	Telecommunication Services	1.2
Roche Holding AG	Switzerland	Health Care	1.1
Societe Generale S.A. (France)	France	Financials	1.1
		Total	27.4 %

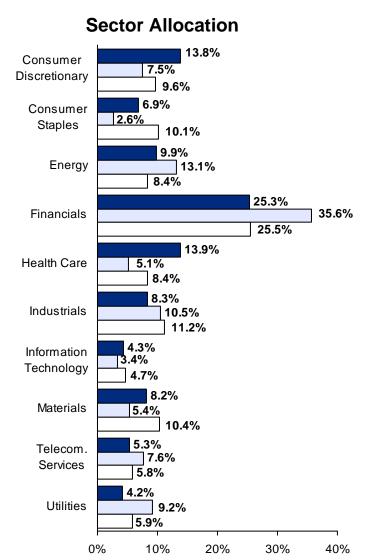


#### Countries and currencies as of December 31, 2009





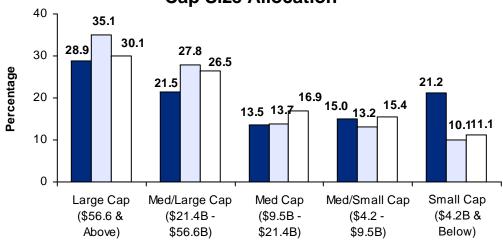
#### Portfolio characteristics as of December 31, 2009



#### **Valuation Measures**

	GMO International Intrinsic Value	MSCI EAFE Value	MSCI EAFE
Price/Earnings - Hist 1 Yr Wtd Median	16.5 x	15.9 x	17.7 x
Price/Cash Flow - Hist 1 Yr Wtd Median	9.2 x	7.7 x	10.3 x
Price/Book - Hist 1 Yr Wtd Avg	1.4 x	1.2 x	1.5 x
Return on Equity - Hist 1 Yr Med	8.8 %	7.7 %	9.1 %
Market Cap - Weighted Median \$Bil	\$21.4	\$34.8	\$28.3
Dividend Yield - Hist 1 Yr Wtd Avg	3.1 %	3.9 %	3.0 %

#### **Cap Size Allocation**



International Intrinsic Value Strategy

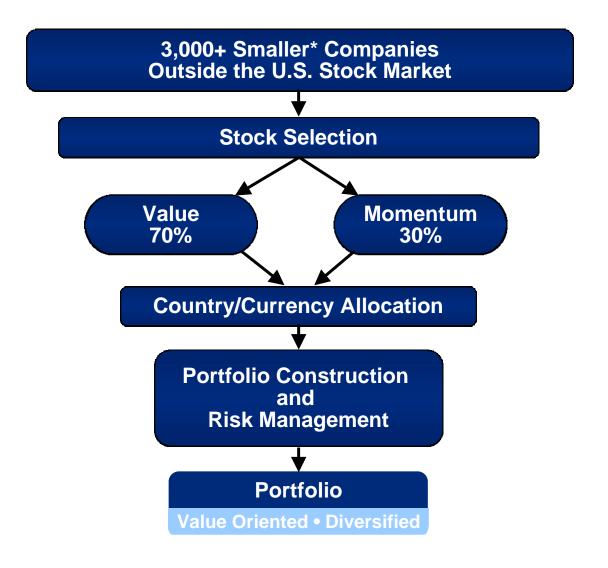
MSCI EAFE Value Index

**■ MSCI EAFE Index** 



### **Investment Process**

#### International Small Companies Strategy





## International Small Companies Portfolio Construction: Preserving Best Investment Ideas

Each discipline holds a focused sub-portfolio of the most attractive stocks

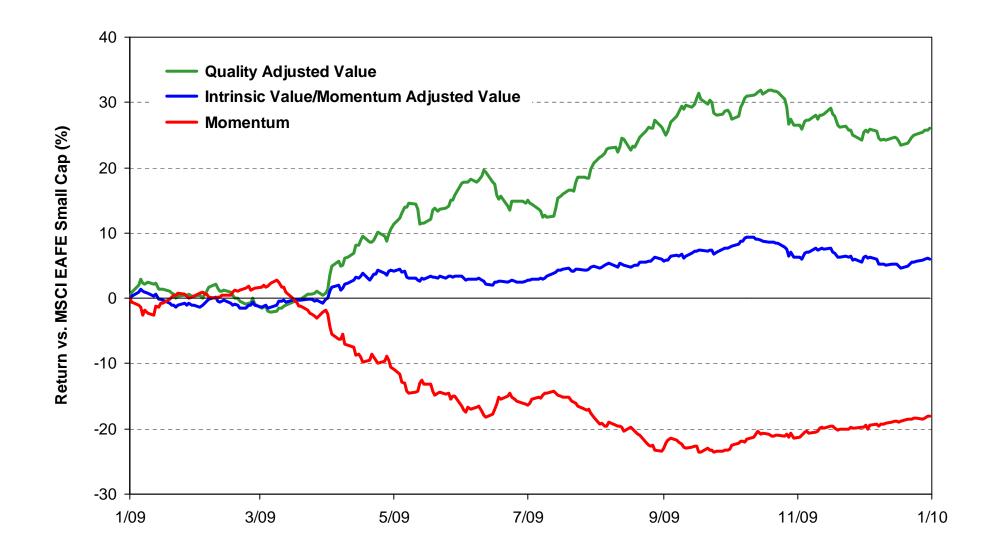
#### **Client Portfolio Quality-**Momentum-**Momentum Adjusted Value Adjusted Value** (30%)(35%)(35%)Lagardere Boliden Aixtron Home Retail Group **Signet Jewelers Boliden Signet Jewelers** Inchcape Infineon Technologies Peugeot Swiss Life Holding Inchcape **Barratt Developments** DCC Yit Ov

Highlighted stocks represent companies ranked highly by more than one discipline. Those stocks represent larger positions in the portfolio.



### How Have the Stock Selection Disciplines Fared?

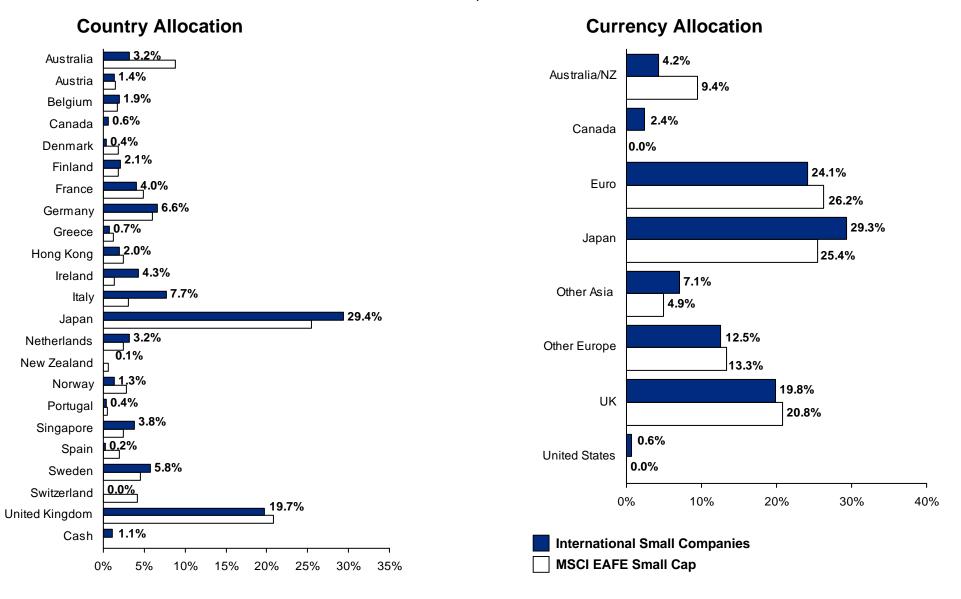
### International Small Companies Strategy





### International Small Companies Strategy

#### Countries and currencies as of December 31, 2009





### International Small Companies Strategy

#### Portfolio characteristics as of December 31, 2009

#### **Sector Allocation Valuation Measures GMO** 24.4% Consumer International **MSCI EAFE** Discretionary 17.6% **Small Companies** Small Cap 6.9% Price/Earnings - Hist 1 Yr Wtd Median 20.2 x 22.2 x Consumer Staples 6.1% Price/Cash Flow - Hist 1 Yr Wtd Median 9.1 x 11.4 x 3.1% 1.2 x 1.3 x Price/Book - Hist 1 Yr Wtd Avg Energy 5.1% 6.5 % 6.7 % Return on Equity - Hist 1 Yr Med 16.7% Market Cap - Weighted Median \$Bil \$1.1 \$0.9 Financials 19.3% Dividend Yield - Hist 1 Yr Wtd Avg 2.4 % 2.3 % 4.4% Health Care 6.1% **Cap Size Allocation** 22.9% Industrials 25.3% 99,3%100.0% 100% 9.2% Information Technology 8.7% 75% 11.6% Materials 9.3% 50% Telecommunication 25% Services 0.7% 0.7% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.5% 0% Utilities 1.9% Large Cap Med/Large Cap Med Cap Med/Small Cap Small Cap (\$56.6 & (\$21.4B -(\$9.5B -(\$4.2 -(\$4.2B & 10% 20% 0% 30% Above) \$56.6B) \$21.4B) \$9.5B) Below) **International Small Companies**

**MSCI EAFE Small Cap** 



### Milwaukee County Employees Retirement System

Performance net of fees and expenses in USD Periods ending December 31, 2009

					Annualized			-
	Month	Quarter	YTD	1 Year	3 Year	5 Year	Since Inception *	Market Value (000)
International Intrinsic Value (04/13/1995)	0.74 %	-0.64 %	18.64 %	18.64 %	-7.20 %	2.74 %	7.05 %	114,205
MSCI EAFE Value	0.89	0.28	34.23	34.23	-7.35	3.36	6.28	
Value Added	-0.15	-0.92	-15.59	-15.59	0.15	-0.62	0.77	
MSCI EAFE	1.44	2.18	31.78	31.78	-6.04	3.54	4.72	
Value Added	-0.70	-2.82	-13.14	-13.14	-1.16	-0.80	2.33	
International Small Companies (06/02/2009)	1.36	-2.17	15.81	N/A	N/A	N/A	15.81	58,097
MSCI EAFE Small Cap +	0.75	-1.03	18.81	N/A	N/A	N/A	18.81	
Value Added	0.61	-1.14	-3.00	N/A	N/A	N/A	-3.00	
MSCI EAFE	1.44	2.18	17.41	N/A	N/A	N/A	17.41	
Value Added	-0.08	-4.35	-1.60	N/A	N/A	N/A	-1.60	

<sup>\*</sup> Periods of less than a year are not annualized

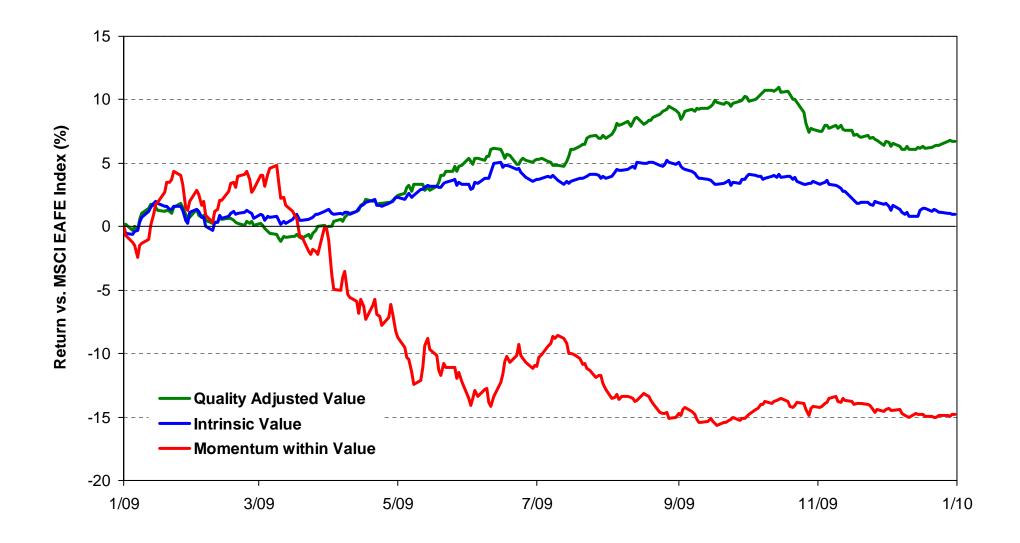
Note.

The MSCI EAFE Small Cap + Index is comprised of S&P Developed ex-U.S. Small Cap Index from 6/30/1989 to 5/30/2008 and MSCI EAFE Small Cap Index thereafter.



### How Have the Stock Selection Disciplines Fared?

#### International Intrinsic Value Strategy





What helped? / What hurt? Year-to-date to December 31, 2009 vs. MSCI EAFE

#### **Helped**

- Selection within Consumer Discretionary
- Exposure to Canada- Stock Selection, Currency, and Country Allocation

#### Hurt

- Focus on high quality companies (overweight Healthcare, underweight Financials, Materials)
- Country allocation overweight Japan, underweight Australia and Spain
- Currency allocation Japanese yen vs. British pound and Australian dollar
- Selection within Consumer Staples

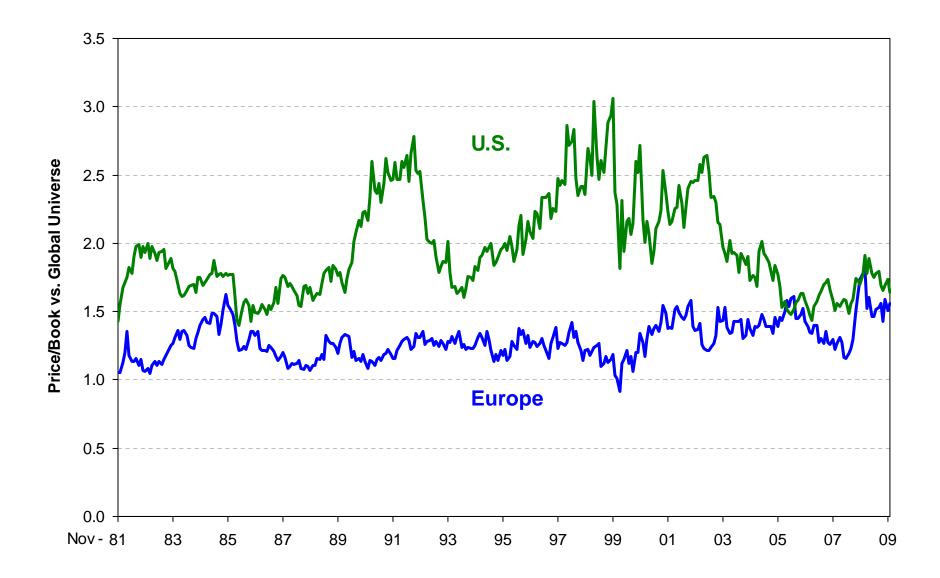
Best 5 Stock Positions				
Overweight	Nissan Motor			
Overweight	Bank of Montreal			
Overweight	BNP Paribas			
Overweight	Honda Motor			
Overweight	National Bank of Canada			

Worst 5 Stock Positions				
Overweight	Seven and I Holdings			
Underweight	Underweight BHP Billiton			
Overweight	Overweight Novartis			
Overweight GlaxoSmithKline				
Underweight	Rio Tinto			



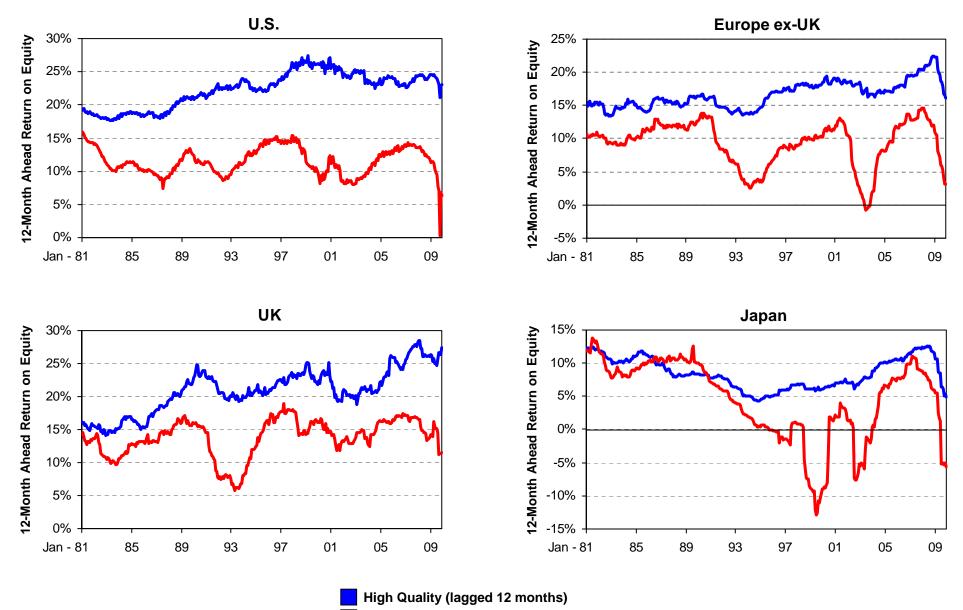


### Valuation of High Quality Stocks



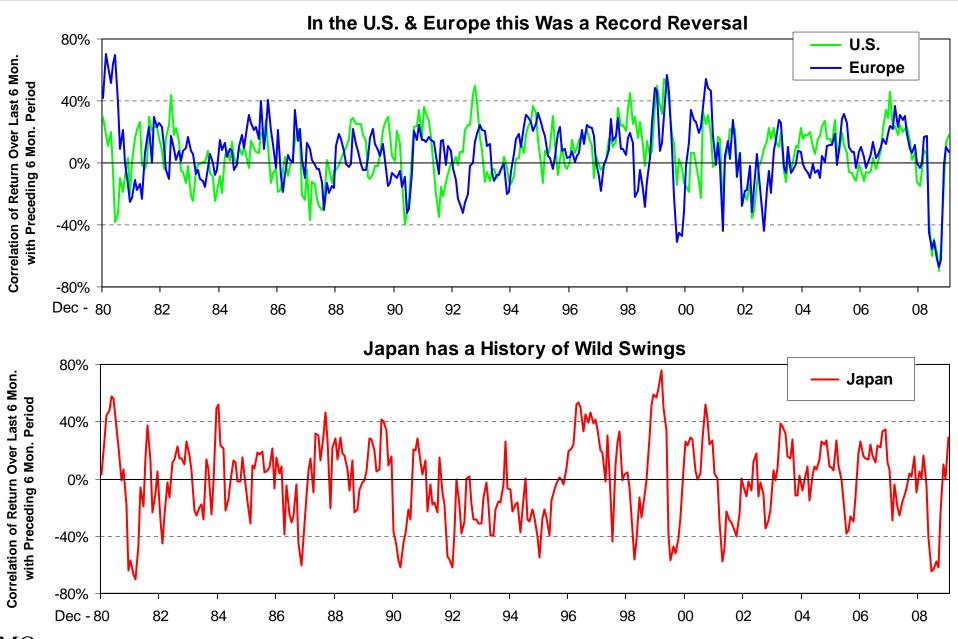


### Quality Stocks Maintain an Advantage in Profitability



Low Quality (lagged 12 months)

### A Global Reversal Rally

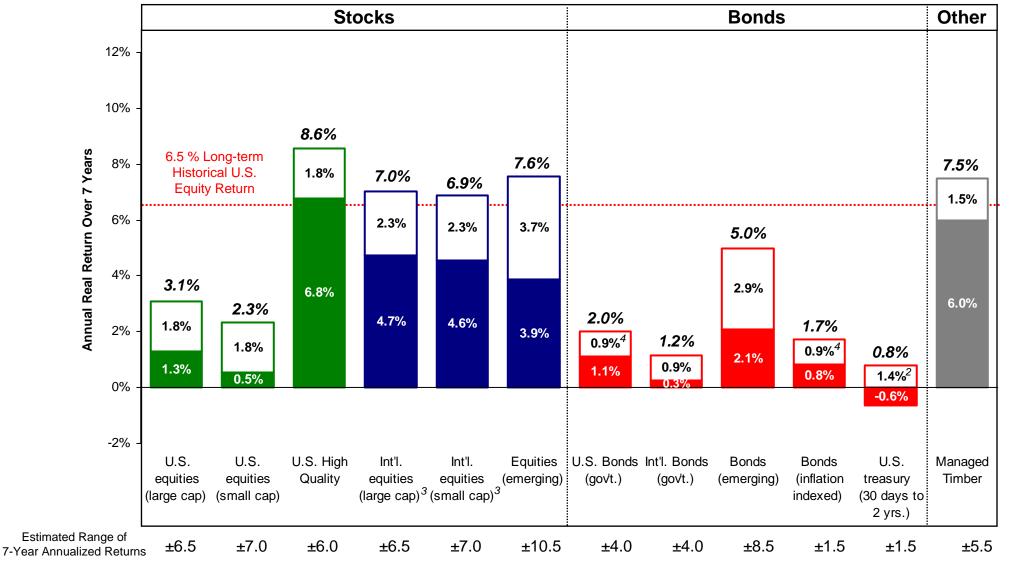


### GMO 7-Year Asset Class Return Forecasts\*

- Expected Value Added
- Real Return (Asset Class Index)

Source: GMO 26

As of December 31, 2009



\*The chart represents real return forecasts¹ for several asset classes and an estimate of value expected to be added from active management. These forecasts are forward-looking statements based upon the reasonable beliefs of GMO and are not a guarantee of future performance. Actual results may differ materially from the forecasts above.



<sup>&</sup>lt;sup>1</sup> Long-term inflation assumption: 2.5% per year.

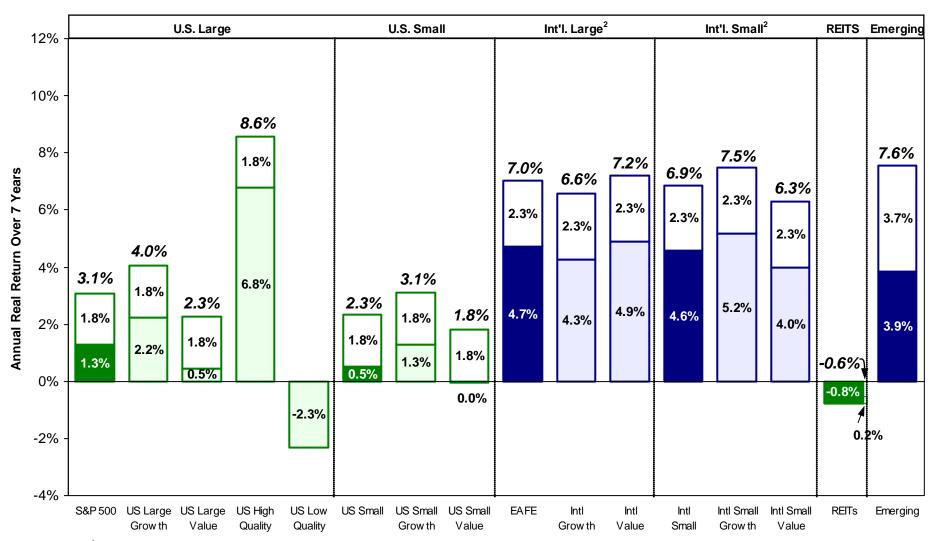
<sup>&</sup>lt;sup>2</sup> Alpha transported from management of global equities.

Return forecasts for international equities are ex-Japan.

### GMO 7-Year Global Equity Forecasts<sup>1</sup>

- Expected Value Added
- Real Return (Asset Class Index)

Value and growth within large and small stocks, and REITs, as of December 31, 2009



<sup>&</sup>lt;sup>1</sup> Real returns — long-term inflation assumption: 2.5%

Note: The chart represents real return forecasts<sup>1</sup> for several asset classes and an estimate of value expected to be added from active management. These forecasts are forward-looking statements based upon the reasonable beliefs of GMO and are not a guarantee of future performance. Actual results may differ materially from the forecasts above.



<sup>&</sup>lt;sup>2</sup> Return forecasts for international equities are ex-Japan.

### GMO Value Discipline Favors Higher Quality Companies

#### Quality-adjusted value discipline

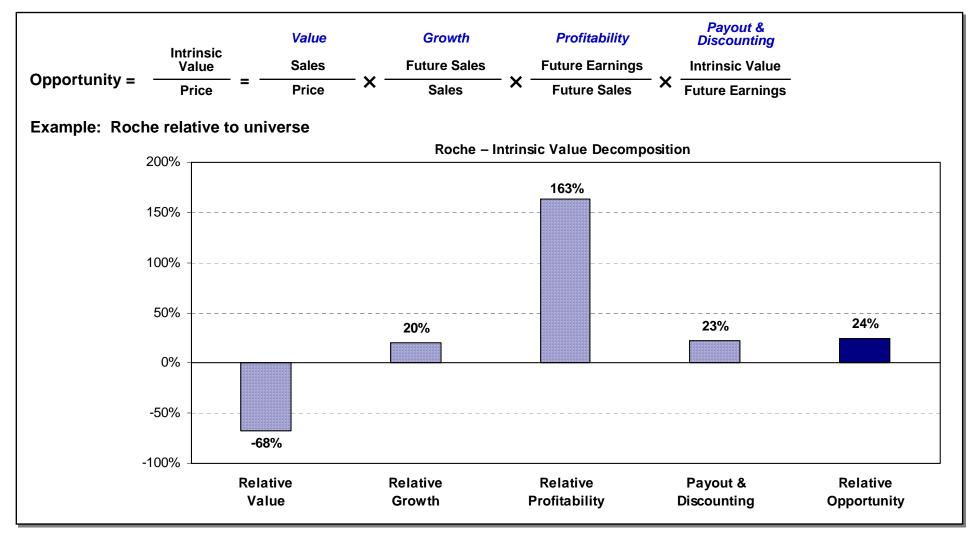
Price to:- Earnings historical **GMO Quality means:** For example: - Earnings forecast Novo Nordisk - Higher profitability 1.71/1.63 = 1.05 (+5%)- Cash flow - Stable profitability - Book value - Low debt - Sales - Dividends

	Price vs. Peers	GMO Quality-Adjusted Fair Price vs. Peers	Potential Opportunity		
Novo Nordisk	63%	71%	5%	Fair Value	
GlaxoSmithKline	-18%	70%	108%	Cheap	High
Diageo	7%	53%	43%	Cheap	Quality
BG Group	54%	39%	-10%	Expensive	
					15
ArcelorMittal	-16%	-17%	-1%	Fair Value	
Sony	16%	-42%	-50%	Expensive	Low
UBS	-11%	-52%	-46%	Expensive	Quality
Nippon Oil	-64%	-35%	79%	Cheap	]



### GMO Intrinsic Value Approach Looks to the Future

#### Mean reversion drives the prediction

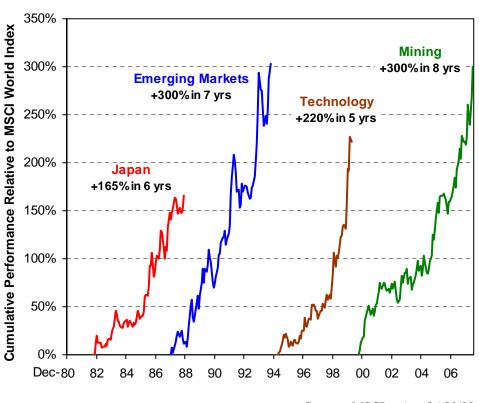


The securities identified above represent a selection of securities identified by GMO quantitative measures. These specific securities are selected for presentation by GMO based on their underlying characteristics and are not selected on the basis of their investment performance. These securities are not necessarily representative of the securities purchased, sold or recommended for advisory clients, and it should not be assumed that the investment in the securities identified will be profitable.



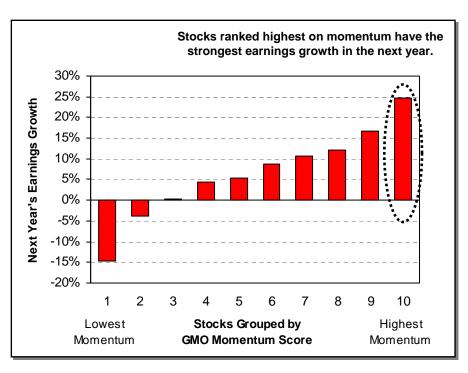
### Momentum Identifies Companies with Improving Fundamentals

### Momentum captures trends that may persist



Source: MSCI As of 6/30/08

### Momentum predicts future earnings growth



**Note:** Based on aggregate back-tested data from 1980-2009

Source: GMO As of 12/31/09



### **Countries Still Matter**

#### Tilt stock selection to the best countries and currencies

	Assessment						
Market	Cheap Markets	Competitive Position (cheap currency)	Rebound Potential (market and GDP reversal)	Momentum	Overall Assessment		
Australia							
Austria	+		+		+		
Belgium				+	+		
Canada			-				
Denmark							
Finland					-		
France	+				+		
Germany				-			
Hong Kong				++			
Ireland	+++	-	++		++		
Italy	++		+++	-	++		
Japan	++		++		+		
Netherlands							
New Zealand		-	++	-			
Norway			-	+	-		
Singapore	+	+++		++	++		
Spain	-	-		++	-		
Portugal	+				+		
Sweden				++	+		
Switzerland	-		-	-			
United Kingdom		++	+		+		
United States		++			-		



#### Thomas Hancock

Dr. Hancock is co-head of the GMO quantitative equity team and lead manager for international quantitative portfolios. Prior to joining GMO in 1995, he was a research scientist at Siemens and a software engineer at IBM. Dr. Hancock holds a Ph.D. in Computer Science from Harvard University and B.S. and M.S. degrees from Rensselaer Polytechnic Institute.

#### Sam Wilderman

Mr. Wilderman is co-head of the GMO quantitative equity team and lead manager for U.S. quantitative portfolios. Previously at GMO, he was responsible for research and portfolio management for the GMO Emerging Markets Strategies. He joined GMO in 1996 following the completion of his B.A. in Economics from Yale University. Mr. Wilderman is a CFA charterholder.

#### Anthony Hene

Mr. Hene is the lead manager for global quantitative portfolios. He joined GMO in 1995 and has been based in our London office. Mr. Hene has an MSc in Biochemistry from the University of Oxford and holds the CFA designation.

#### Chuck Joyce

Mr. Joyce is the lead manager for quality quantitative portfolios. Prior to joining GMO in 1998, he worked for IBM and the U.S. Semiconductor Consortium, Sematech. Mr. Joyce earned his B.S. from Cornell University and his M.B.A. in Finance from the MIT Sloan School of Management.



#### Prasun Agarwal

Mr. Agarwal is a research analyst for GMO's quantitative equity team. Prior to joining GMO in 2009, Mr. Agarwal was a quantitative trading researcher for Numeric Investors, LLC. Previously, he was a senior consultant for CBIZ Valuation Group, Incorporated. He earned his M.B.A. in Finance and Accounting from Southern Methodist University and his B.Tech. in Mechanical Engineering from The Indian Institute of Technology.

#### Justin Ashmall

Dr. Ashmall is an analyst within GMO's quantitative equity team based in GMO's London office. Prior to joining GMO in 2008, he worked in Morgan Stanley's Equity Trading Lab, focusing on high-frequency algorithmic trading and order execution. Previously, Dr. Ashmall was a postdoctoral research associate at the Center for Space Research at the Massachusetts Institute of Technology. Dr. Ashmall earned his B.S. in Physics and his PhD in Space Physics from Imperial College in London.

#### Naser Bashir

Mr. Bashir is an analyst for the quantitative equity team based in GMO's London office. Mr. Bashir, who joined GMO in 2005, holds a BSc and MSc in Economics from the London School of Economics & Political Science. He also holds an MSc in Computer Science from Birkbeck, University of London and he is a CFA charterholder.

#### Tomas Bok

Dr. Bok is an analyst within GMO's quantitative equity team, specializing in designing and implementing trading systems. Prior to joining GMO in 2007, he previously worked at Lehman Brothers as senior vice president of equity quantitative analytics, heading their U.S. algorithmic trading product and at Investment Technology Group (ITG) where he led the structured trading strategies group and designed and managed the firm's algorithmic trading products. Dr. Bok holds a B.A. in Quantitative Economics from Stanford University and a Ph.D. in Economics from Harvard University.

#### John Breedis

Dr. Breedis is engaged in portfolio management for quantitative equity portfolios. Prior to joining GMO in 2002, Dr. Breedis worked as a senior development engineer for AMP, Incorporated/Tyco Electronics. He earned his B.S. from Lehigh University and his M.S. and Ph.D. from Pennsylvania State University, each in Materials Science and Engineering.

#### Hassan Chowdhry

Mr. Chowdhry is an analyst within GMO's quantitative equity team. Prior to joining GMO in 2007, his previous positions as an analyst include Batterymarch Financial Management and Putnam Lovell NBF. Mr. Chowdhry earned his B.S. in Economics his and B.A.S in Systems Engineering from the University of Pennsylvania, his M.P.A. from Harvard and his M.B.A. from MIT.

#### Ty Cobb

Mr. Cobb is a member of the quantitative equity team, focusing on fundamental research and portfolio management. Prior to joining GMO in 1997, he worked at Brown Brothers Harriman as an administrative officer in the global custody and account services department. Mr. Cobb received a B.A. in Economics/Russian Language from Bucknell University and his M.S. in Finance from Suffolk University. He is a CFA charterholder.

#### Neil Constable

Dr. Constable is engaged in portfolio management for quantitative equity portfolios. Prior to joining GMO in 2006, he was a quantitative researcher for State Street Global Markets and a post-doctoral fellow at MIT. Dr. Constable earned his B.S. in Physics from the University of Calgary and his Ph.D. in Physics from McGill University.

#### Kenvor Cothey

Mr. Cothey is an analyst within GMO's quantitative equity team. Prior to joining GMO in 2007, he worked at Morgan Stanley, London as a technical quantitative analyst. Previously, he worked for Dow Jones, London, as a lead developer. Mr. Cothey earned his M.Sc. in Computation and his M.Phys. in Physics from Balliol College, Oxford University.

#### **David Cowan**

Dr. Cowan is an analyst within GMO's quantitative equity team. Prior to joining GMO in 2006, he worked as a financial analyst and software developer for Nantahala Capital Management. Dr. Cowan earned his B.A. in Mathematics and Religion from Williams College, and his M.A. in Humanities from the University of Chicago. Additionally, Dr. Cowan received his Ph.D. in Mathematics from Tufts University.



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**Seth Glattstein** Mr. Glattstein is an analyst within GMO's quantitative equity team. Prior to joining GMO in 2001, he worked for Wellington Investment Management where he was involved in product development. Previously he was a lead software engineer for Project

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Mark Ingham Mr. Ingham is a portfolio manager for GMO London. Previously, he was responsible for portfolio management and investment

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**Anthony King** Mr. King is an analyst within GMO's quantitative equity team. Prior to joining GMO in 2002, he worked as an internet consultant for Winmill Software. Mr. King earned his B.S. in Management Science and Information Systems from Pennsylvania State

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in London and Hong Kong within the Equities Information Technology department.

Eric Liu Mr. Liu is an analyst within GMO's quantitative equity team focusing on fundamental research. Prior to joining GMO in 2008, he

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**Donna Murphy** Ms. Murphy is engaged in portfolio management and product management of GMO's quantitative equities. Prior to joining GMO

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Tara Oliver

Ms. Oliver is engaged in portfolio management for quantitative equity portfolios. Prior to joining GMO in 1996, she was an associate in the investment company practice at Coopers & Lybrand Consulting. Ms. Oliver earned her A.B. from Duke University and an M.B.A. from the Amos Tuck School of Business Administration at Dartmouth College. She is a CFA charterholder.

Robert Park

Mr. Park is a fundamental analyst within GMO's quantitative equity team. Prior to joining GMO in 2009, Mr. Park was an equity analyst for MFS Investment Management. Previously, he was the vice president and equity analyst for Pioneer Investment Management. Mr. Park earned his B.A. in History from Brown University and his M.B.A. in Business Administration from The University of Chicago.

Tom Rosalanko

Mr. Rosalanko is a product manager focusing on GMO's international quantitative equities. Prior to joining GMO in 2005, he worked at Putnam Investments as a managing director and institutional portfolio manager. Previously, he worked at SEI Corporation and Brown Brothers Harriman. Mr. Rosalanko earned his B.S. in Civil Engineering from MIT and his M.B.A. from The Wharton School, and is a CFA charterholder.

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Mr. Stein is an analyst within GMO's quantitative equity team. Prior to joining GMO in 2003, he worked at Putnam Investments as an assistant vice president in financial engineering. Previously, Mr. Stein was a systems analyst in fixed income derivative research at Lehman Brothers. He earned his B.A. in Chemistry and Environmental Science from Wesleyan University and Masters Degree in Operations Research from Cornell University. Currently Mr. Stein is an MBA candidate at the Wharton School of Business at the University of Pennsylvania.

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Dr. Tarlie is an analyst within GMO's quantitative equity team. Prior to joining GMO in 2007, Dr. Tarlie previously worked as an analyst for Breakwater Trading and at Marlin Capital Corporation as the director of research. Dr. Tarlie earned his B.S. in Physics and Mathematics from the University of Michigan, his M.S. and Ph.D. in Physics from the University of Illinois at Urbana-Champaign, and his M.B.A. from the University of Chicago Graduate School of Business. He is a CFA charterholder.

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Mr. Taylor is engaged in portfolio management for quantitative equity portfolios. Prior to joining GMO in 1991, he was a geophysicist with the U.S. Air Force. Mr. Taylor earned his B.A. in Geology from New England College and his M.S. in Geophysics from Boston College.

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Mr. Wang is an analyst within GMO's quantitative equity team. Prior to joining GMO in 2008, he worked at The MathWorks Inc., most recently as a financial products software developer. Mr. Wang earned his B.S. in Biomedical Engineering from Boston University.

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**John Mann** Mr. Mann leads GMO's quantitative equity trading group. Prior to joining GMO in 1996, he was a senior fund accountant at

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**Julie Coady** Ms. Coady is a member of GMO's quantitative team. Prior to joining GMO in 1998, she worked as a senior fund accountant at

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**Christopher Cullinan** Mr. Cullinan is a trader in GMO's quantitative equity trading group. Prior to joining GMO in 1999, he was a senior account

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**Jason Johnson** Mr. Johnson works as a trader in GMO's quantitative equity trading group. Prior to joining GMO in 1999, he was a trust

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**Ryan Rouillard** Mr. Rouillard works in GMO's global quantitative trading group. Prior to joining GMO in 2004, he worked at Brown Brothers

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Brian Smith Mr. Smith is a trader in GMO's quantitative equity trading group. Prior to joining GMO in 1997, he was a fund accountant

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**Christopher Snow** Mr. Snow works in GMO's global quantitative trading group. Previously, he was a member of GMO's shareholder services group. Prior to joining GMO in 2002, Mr. Snow worked as a client support administrator in the financial advisor division for

Putnam Investments. Mr. Snow earned his B.A. in Political Science from Bates College.

**Amit Tamba** Mr. Tamba is a systems analyst within GMO's quantitative equity team. Previously at GMO, Mr. Tamba was a member of GMO's information technologies group. Prior to joining GMO full time in 2001, he was an intern with GMO's information

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### Description of Principal Risks

The following chart identifies the Principal Risks associated with each Strategy. Risks not marked for any particular Strategy may, however, still apply to some extent to that Strategy at various times.

	U.S. Strategies								Int'I./Global Strategies						
	U.S. Core	Quality	U.S. Intrinsic Value	U.S. Growth	U.S. Small/Mid Cap Value	U.S. Small/Mid Cap Growth	Real Estate	Tax-Managed U.S. Equities	International Core Equity	International Intrinsic Value	International Growth	International Small Companies	Currency Hedged International Equity	Tax-Managed International Equities	Global Equity
Market Risk - Equity Securities Risk	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Market Risk - Value Securities Risk	•	•	•		•		•	•	•	•		•		•	•
Market Risk - Growth Securities Risk				•		•					•				
Liquidity Risk					•	•						•	•	•	
Smaller Company Risk					•	•	•	•	•	•	•	•	•	•	
Derivatives Risk	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Foreign Investment Risk		•							•	•	•	•	•	•	•
Currency Risk		•							•	•	•	•	•	•	•
Focused Investment Risk		•					•								
Real Estate Risk							•								
Credit & Counterparty Risk	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•
Market Disruption & Geopolitical Risk	•	•	•	•	•	•	•	•	•	•	•	•	•	•	•



